

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Sea Box Inc

New Jersey Manufacturing Extension Program

New Jersey Assists Sea Box, Inc. in Obtaining ISO Certification

Client Profile:

Sea Box, Inc. in Riverton, New Jersey sells and leases new and used ISO shipping containers, cargo containers, mobile storage containers, and refrigerated containers for scores of applications and in a diverse customer base that stretches world-wide. The company has been in business for 25 years and employs 76 people.

Situation:

After a cold call introduction, the New Jersey Manufacturing Extension Program (NJMEP), a NIST MEP network affiliate, met with Sea Box to discuss its current business practices and organizational goals. During the meeting, it was clear that Sea Box had a need for ISO registration. This would require thorough development, documentation, and management related to the preparation and implementation of ISO certification. The company also needed assistance in funding the training portion of the project.

Solution:

NJMEP brought in their ISO experts to perform a Gap Analysis, the results of which were utilized to develop a training and implementation plan and ultimately used to prepare and submit a customized training grant for Sea Box. Once the grant was approved, NJMEP and their ISO partners were able to implement the training plan developed during the Gap Analysis. NJMEP managed the project and all associated grant paperwork for Sea Box which eliminated the administrative burden for the client staff. Since obtaining the ISO registration, Sea Box became more marketable to larger companies and added a second shift to accommodate the increase in business.

Results:

- * Achieved ISO 9001 certification.
- * Retained \$2 million in sales.
- * Reduced warranty and quality issues from 10 percent to 5 percent.
- * Achieved a more competitive and profitable position.

Testimonial:

"This has been a win-win situation for us. With NJMEP's help, we can now bring in more business."

David Jaxheimer, Financial Controller